

# BROOKS CAREERS

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## Freelance Writer

Brooks Fiber Properties, Inc. is seeking an experienced freelance writer to provide newsletter and technical writing for its corporate communications efforts.

Writer will research, perform interviews and edit articles for both internal and external company publications. Writer will be expected to provide factual and correct copy and be consistent with existing style and direction.

Brooks is a nationally recognized telecommunications company, providing a full range of services including local dial tone, voice and data solutions.

Please mail resume, samples and fee schedule to:

Brooks Fiber Properties  
Attn: JC Thorpe  
425 Woods Mill Rd. S., Suite 300  
Town and Country, MO 63017

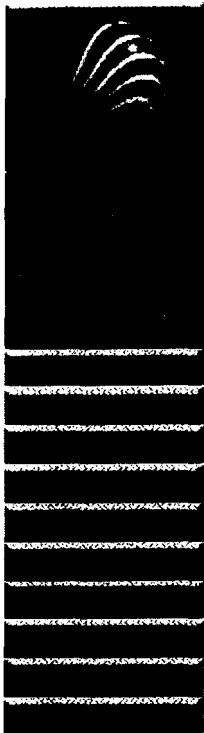
(No phone calls please.)

or e-mail:

[jcthorpe@brooks.net](mailto:jcthorpe@brooks.net)

*Brooks Fiber Communications is an equal-opportunity employer.*

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# BROOKS CAREERS

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## Sr. Project Manager / Writer

Brooks Fiber Properties, Inc. is seeking an experienced writer to manage writing for its corporate communications efforts.

Project Manager will :

Supply copy direction to agencies and vendors  
Write copy as needed for internal and external publications  
Manage the production of various advertising, marketing and corporate communications materials.

Brooks is a nationally recognized telecommunications company, providing a full range of services including local dial tone, voice and data solutions.

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Attn: JC Thorpe  
425 Woods Mill Rd. S., Suite 300  
Town and Country, MO 63017

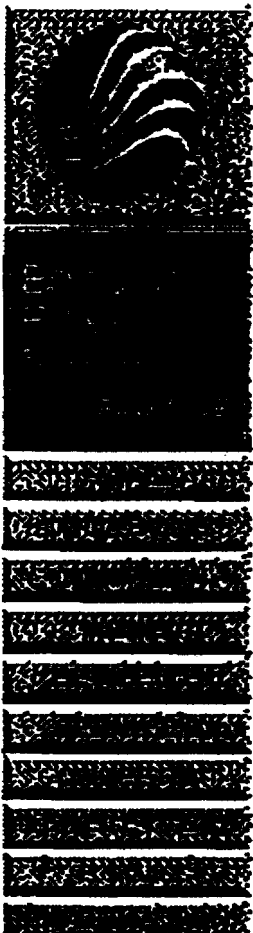
(No phone calls please.)

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# **BROOKS FIBER PROPERTIES, INC.**

## **BROOKS FIBER REPORTS RESULTS OF OPERATION OF GRAND RAPIDS, MICHIGAN UNIT FOR COMPETITIVE SWITCHED SERVICES**

**ST. LOUIS, MISSOURI; October 24, 1996** Brooks Fiber Properties, Inc. [NASDAQ: BFPT], a nationwide competitive local telecommunications services company, today released certain operational and financial information with regard to its initial experience with its entry into the switched services segment of its Grand Rapids, Michigan unit.

"We have noted some confusion in the investment community regarding the implications of the recent FCC order implementing the landmark Telecommunications Act of 1996 and the related stay by the 8th Circuit Court of part of that order. Doubts have been raised as to the magnitude of the economic opportunity of competitive switched service offerings as a result of those two events, said James C. Allen, Chief Executive Officer of BFP. "Because of the confusion regarding these issues, we have decided to release the data on the initial results of our first major entry into switched services in order that the potential of competitive switched services might be better understood."

Competitive switched services were begun in Grand Rapids in August, 1995, and as such the results reported are based only upon a thirteen-month history since startup. Because of this limited amount of historical information, the condensed financial data which follows is reported for the quarter ended September 30, 1996, annualized, and for the month of September annualized, in order to more accurately portray the financial trends of the operation.

### **CONDENSED FINANCIAL DATA**

	Quarter Ended		Month Ended	
	September 30, 1996		September 30, 1996	
	Annualized	Percent	Annualized	Percent
Switched Service	\$8,774,584	100%	\$10,088,592	100%
Cost of Goods Sold	2,696,240	31%	2,810,436	28%
Gross Profit	6,078,344	69%	7,278,156	72%
Service Costs	1,184,844	13%	1,282,320	13%
Selling, General and Administrative Expenses	3,740,208	43%	3,784,632	37%
EBITDA Before Corporate Allocation	\$1,153,292	13%	\$2,211,204	22%

"These financial results clearly are in excess of our original expectations for this market, and because of these favorable results and other favorable key operational statistics that we have observed, the Company has accelerated its plan to have operational Class 5 switches deployed in 26 of our 30 markets by the end of this calendar year and in the balance of our markets by the second quarter of 1997," said Allen. "We also are revising our capital deployment plans to include the build out of plant to most, if not all, of the central offices of the incumbent monopolist in all of our existing markets. We estimate that this additional buildout will require approximately \$200 million of additional capital expenditures over the next eighteen months in order to serve a greatly expanded market opportunity."

When the system in Grand Rapids first introduced its dial tone and other local exchange services in August, 1995, it served four central offices which, in turn, served a potential of 181,000 access lines. In response to the demand in the initial four central offices, during the last sixty days service in Grand Rapids has been expanded to include seven additional central offices serving an incremental potential of 162,000 access lines.

**Key Operating Statistics (as of September 30, 1996)**

**Lines In Service:**

Business	8,533	(70%)
Residential	3,621	(30%)
	-----	-----
Total Lines	12,154	(100%)
	-----	-----

**Additional Lines In Backlog to be Installed**

2,993

**Percentage of Lines Served On-Net**

33%

4,051

**Percentage of Lines Served Off-Net**

67%

8,102

**Monthly Revenues Per Line**

Local Service	\$43.74
Local Call Termination	20.47
Long Distance Call Termination/Origination	4.80
Other	.16
	-----

\$69.17

**Monthly Cost of Sales per Line**

\$ 6.96

**Unbundled Local Loop Charge**

8.92

**Call Termination Charges**

3.39

**Other**

	-----
	\$19.27
	-----

Allen continued, "While these results of operation in our Grand Rapids unit are favorable, the operation in Grand Rapids is by no means a mature operation and will require at least an additional twelve months to approach the level of what a "base operation" switched service offering might look like. While we believe that these results are favorable, they are not necessarily an indication of future successes in either the Grand Rapids or other markets of the Company. We do believe, however, that this degree of initial success is an indication of the economic opportunity in switched services on a national basis, as long as we continue to focus both on generating high levels of revenues while at the same time controlling the level of operating expenses required to generate the revenues and service our customers."

The statements contained in this release which are not historical facts are forward-looking statements that involve risks and uncertainties. Management wishes to caution the reader that these forward-looking statements, such as the degree of the economic opportunity in switched services, are only expectations; actual events or results may differ materially as a result of risks facing the Company. Such risks include, but are not limited to, the Company's ability to successfully market its services to current and new customers, access markets, provision its customers away from the incumbent monopolies, design fiber optic backbone routes, install cable and facilities, including switching, and obtain rights-of-way, building access rights and any required governmental authorizations, franchises and permits, all in a timely manner, at reasonable costs and on satisfactory terms and conditions, as well as favorable regulatory, legislative and judicial developments.

You can now receive fax copies of recent Brooks Fiber news releases 24 hours a day by calling 1-800-758-5804 and entering 102207 or visit Brooks Fiber on the Internet at [www.Brooks.net](http://www.Brooks.net).

Contact: Waymon R. Tipton, Senior Vice President, Brooks Fiber Properties, 800-799-8914, Ext. 313





## News Clips

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The Detroit Free Press, January 23, 1996, Page 2E

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**LOCAL SERVICE MERGER:** City Signal Inc. has reached a merger agreement with Brooks Fiber Properties Inc., a provider of competitive local telecommunications services. City Signal, Grand Rapids, is one of two companies operating under the U.S. Signal Corp. umbrella. The new corporation will operate as Brooks Fiber Communications. The merger will allow the expansion of local telephone services into three new cities: Ann Arbor, Lansing and Toledo, Ohio. The merger, expected to be completed during the first quarter of 1996, will give Brooks Fiber 25 metropolitan telecommunications networks in 14 states.



## *Michigan Regulators Approve Two Interconnection ...*

DOCUMENT 1 OF 3

DJ9633205212

\* Michigan Regulators Approve Two Interconnection Agreements

157 Words

1729 Characters

11/27/96

11:51

Dow Jones News Service

(Copyright (c) 1996, Dow Jones & Company, Inc.)

\* LANSING, Mich. (Dow Jones)--The state of Michigan Public Service Commission approved two interconnection agreements, in what the panel calls a "major step forward" for competition in basic local telephone service.

In a press release, the commission said it approved, by 2-1 votes,

\* agreements between Ameritech Corp.'s (AIT) Ameritech Michigan unit and

\* Brooks Fiber Properties Inc.'s (BFPT) Brooks Fiber Communications of

\* Michigan Inc. unit and the other between Ameritech Michigan and AT&T

\* Corp.'s (T) AT&T Communications of Michigan Inc. unit.

The agreements will permit local telephone service through interconnection with and use of Ameritech Michigan's network, the commission said. AT&T is licensed to provide basic local telephone service statewide in all Ameritech Michigan and GTE North Inc. exchanges. Brooks Fiber is licensed to provide basic local telephone service in Ameritech Michigan's Grand Rapids, Lansing, Ann Arbor, Traverse City, Holland and Zeeland exchanges.

GTE North is a unit of GTE Corp. (GTE).

(END) DOW JONES NEWS 11-27-96

11:51 AM

I0607 \* End of document.

# Dow Jones News/Retrieval®

## AMERITECH OKS SERVICE PROVIDER

DOCUMENT 2 OF 3

TRIB9622800426

BUSINESS

Thursday ticker.

AMERITECH OKS SERVICE PROVIDER

Compiled by Stanley Ziemba.

34 Words

502 Characters

08/15/96

Chicago Tribune

NORTH SPORTS FINAL; N

1

(Copyright 1996)

- \* Ameritech Corp. is allowing Brooks Fiber Properties Inc., a St. Louis telecommunications firm, to provide local phone service
- \* throughout Ameritech's service areas in Michigan and Ohio. The agreement covers residential and business customers.

I0607 \* End of document.

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Access No: 01230723 ProQuest ABI/INFORM (R) Global  
Title: Brooks Fiber Properties scores  
Authors: Mulqueen, John T  
Journal: CommunicationsWeek [CWE] ISSN: 0746-8121  
Iss: 611 Date: May 20, 1996 p: 62-63  
Reprint: Contact UMI for article reprint. Restrictions may apply.  
Companies: Brooks Fiber Properties Inc  
Subjects: Fiber optic communications; Communications networks;  
Target markets; Market strategy  
Geo Places: US  
Codes: 5250 (Telecommunications systems); 7000 (Marketing); 9190  
(United States)

Abstract: In less than 3 years, Brooks Fiber Properties Inc. has scored the coup of becoming a preferred provider for both MCI Communications Corp. and AT&T, each of which own indirect stakes in Brooks. Through a combination of building its own networks and acquiring other companies, Brooks has networks running or under construction in 25 cities. The company targets metropolitan areas with populations between 250,000 and 2 million people in the Eastern, Central, and Western US. Its networks aim to serve businesses, government agencies, and educational institutions that generate 70% to 80% of the revenue in their regions.

*Brooks*

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Access No: 9699737 ProQuest Business Dateline  
Title: NYNEX loses monopoly on local service  
Authors: Wyss, Bob  
Source: Providence Journal-Bulletin (PROV) Date: Sep 21, 1996  
p: A1 Type: Newspaper article Length: Long (742 words)  
Companies: NYNEX Corp(New York, NY, US) DUNS: 10-115-2403 SIC: 4811  
Ticker: NYN  
Brooks Fiber Communications(Providence, RI, US) SIC: 4813  
Public Utilities Commission-Rhode Island(Providence, RI, US) SIC: 9631  
Subjects: Telephone companies; Monopolies; Competition; PUC  
Geo Places: Providence, RI, US (New England States)  
Codes: 8330 (Broadcasting & telecommunications industry); 7000 (Marketing); 4310 (Regulation)

Copyright Providence Journal Co. 1996

Article text:

PROVIDENCE -- The dawn of a long-anticipated revolution in telephone service is in sight.

The Public Utilities Commission yesterday authorized Brooks Fiber Communication to be the first company to compete with NYNEX for local service in Rhode Island.

Beginning Oct. 15, the St. Louis-based company plans to make service available to about 70,000 NYNEX customers in the greater Providence area. It is expected that Brooks will first target high-volume business accounts.

Within six months, a Brooks official said yesterday, the company hopes to be signing up some of the 150,000 business and residential customers in Pawtucket, East Providence, Warwick, Woonsocket, Cranston and Newport.

'For over 100 years the consumers of Rhode Island have had one choice for telephone service,' said Robert J. Shanahan, a Brooks vice president. 'Now they have an alternative to NYNEX.'

Brooks has filed prices that in many cases are 10 to 20 percent cheaper than NYNEX's. Officials at NYNEX responded yesterday that customers, especially businesses, can expect to see a range of new pricing options in the near future.

'This only strengthens our commitment to provide high quality service and products to our customers,' said Tracey Kennedy, a NYNEX spokeswoman. 'We're hoping that our loyal customers will stay with us.'

Brooks already has established a limited presence in Rhode Island, with 22 miles of fiber optic cable in the greater Providence area and accounts with 40 businesses. The companies use the lines to bypass the local NYNEX network for long-distance service and data transmission, thereby avoiding access charges NYNEX imposes to connect to long distance carriers.

The publicly held Brooks has telecommunication systems in operation or under construction in 25 other cities, including Hartford, Conn., and Springfield, Mass.

Its entry into Rhode Island's local service market is part of a national revolution, spurred by the landmark Telecommunications Act enacted by Congress this year. Competition for local telephone service is also under way in other metropolitan areas.

The transformation from monopoly to competition is equivalent to what happened more than a decade ago in the long-distance business. Whether it will produce the same range of price wars and new products

remains to be seen.

In Rhode Island, two other companies, TCG Teleport and Sprint Communications, have applications similar to Brooks's pending with the PUC, and Southern New England Telephone and AT&T have made serious inquiries, said Brian Kent of the state Division of Public Utilities and Carriers.

Even more companies are expected to join the fray once the Federal Communications Commission and the PUC finish rewriting all the rules to reflect changes required by Congress.

#### Lower rates

Brooks is proposing to charge \$13.75 for unlimited local calling in the Providence area, for which NYNEX currently charges \$17.26, and similar discounts can be expected in other exchanges (prices vary depending on how many lines a customer can reach).

Brooks's in-state toll calls would be cheaper than NYNEX's current charges, and Brooks said it would aggressively market such new services as ISDN, a high-speed connection to the Internet and other data systems.

Calling areas would be identical to NYNEX's, which could disappoint some potential customers. Residents in outlying areas have long complained of inequities that result in a disproportionate amount of long-distance charges for in-state calls.

The PUC has limited NYNEX's flexibility to adjust local calling rates, but Kennedy said various new packages of calling services would be offered to residential customers at reduced prices. A more elaborate series of packaging plans for business customers will soon be filed with the PUC, Kennedy said.

She said NYNEX will also tout its dependability and its many backup systems.

To make price and service comparisons, customers can call Brooks at 751-8290 while NYNEX says customers should call the phone number at the top of their latest bill.

#### PHONE FACTS

The new era of competition will produce plenty of headaches for consumers looking for the best deal in local telephone service. And because the sea change is still under way, no one has all the answers.

But Brian Kent of the DPUC has a few:

- \* Customers switching companies will be able to retain their current phone numbers.

- \* New customers will be assigned a phone number by the company they sign up with.

- \* Bills will be sent and repairs done by the company the customer uses.

- \* Names and numbers will continue to be listed in the phone book regardless of the phone company retained, but details are still being ironed out.

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Access No: 9656284 ProQuest Business Dateline  
Title: Small phone company targets local market  
Authors: Busch, Melanie  
Source: Tulsa World (TULS) Date: Apr 23, 1996 p: E1  
Type: Newspaper article Length: Medium (337 words)  
Companies: Brooks Fiber Communications(Providence, RI, US) SIC: 4813

Subjects: Telephone companies; Telephone service; Market entry  
Geo Places: Tulsa, OK, US (Southwest States)  
Codes: 8330 (Broadcasting & telecommunications industry); 7000  
(Marketing)

Copyright World Publishing Co. 1996

Article text:

A St. Louis fiber company has filed an application with the Oklahoma Corporation Commission to offer local telephone service in Tulsa and Oklahoma City.

Brooks Fiber recently filed two applications, becoming only the second new company to seek approval to offer phone service in Oklahoma. AT&T, the nation's largest telecommunications company, filed a similar application last month.

The company hopes to compete for Southwestern Bell Telephone Cos.' customers in the state's two largest cities, said Wade Sandrell, director of marketing and communications for Brooks.

'Primarily, what we filed for basically is to become the new local telephone company in Oklahoma,' he said.

Currently, 44 companies, including Southwestern Bell and GTE, provide phone service in designated areas regulated by the Corporation Commission.

However, the commission sent proposed rules for opening up the regulated monopoly to competition such as Brooks to the Legislature and to the governor last month. Once the rules receive lawmaker approval, they will go into effect.

Brooks Fiber provides fiber-optic networks in Tulsa and Oklahoma. The networks provide the link between telephone companies and businesses.

The company bought a 105-mile fiber network in Tulsa in 1995 from MetroLink, a subsidiary of Public Service Co. of Oklahoma. It later expanded it to its current 200-mile length.

The company has 30 employees in Oklahoma.

Brooks currently provides local telephone service in Connecticut, Michigan and California. It also has filed applications to provide phone service in Tennessee, New Mexico, Arizona, Ohio, Nevada, Rhode Island and Massachusetts.

Though the company cannot currently offer phone service, Sandrell said Brooks wanted to begin the process as soon as possible.

The company, like AT&T, will not be able to offer phone service until the proposed rules are put into effect.

'There are a lot of things we have to start working on in order to provide services in any market,' Sandrell said. 'Primarily, what we're seeing is the consumers want a choice and they have needed a choice for a long time.'

Last year, the 2-year-old company had earnings of \$20 million.

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Access No: 9649926 ProQuest Business Dateline  
Title: AT&T makes deals to enter local markets  
Authors: Kanell, Michael E  
Source: Atlanta Constitution (ATL) Date: Apr 12, 1996 p: H3  
Type: Newspaper article Length: Medium (274 words)  
Companies: AT&T Corp(New York, NY, US) DUNS: 00-698-0080  
SIC: 4811; 4822; 6711 Ticker: T  
Time Warner Communications(New York, NY, US) SIC: 4813  
American Communications Services Inc(Chicago, IL, US)  
SIC: 4813  
Brooks Fiber Communications(Providence, RI, US) SIC: 4813  
Hyperion Telecommunications Inc(PA, US) SIC: 4813  
Subjects: Telephone companies; Market entry; Agreements  
Geo Places: Atlanta, GA, US (South Atlantic States)  
Codes: 8330 (Broadcasting & telecommunications industry); 7000  
(Marketing)

Copyright Atlanta Newspapers 1996

Article text:

AT&T Corp. announced Thursday a series of deals that will let the company provide phone service to businesses in 70 cities, including Columbus, without going through the regional phone company.

Once it has the necessary state approvals, AT&T will connect to networks run by five companies, giving it expanded presence as it gears up to re-enter the local market. The companies are Time Warner Communications of Denver; American Communications Services Inc. of Annapolis, Md.; Brooks Fiber Properties of St. Louis; Hyperion Telecommunications of Coudersport, Pa.; and IntelCom Group of Denver.

AT&T exited in 1984 after being forced to divest itself of the seven regional phone companies, now known as Baby Bells.

'These agreements demonstrate that AT&T will not limit itself to reselling local service obtained from monopoly phone companies,' said AT&T Chairman Robert Allen.

The arrangements permit AT&T to offer long-distance and local service, albeit to only a fraction of the customers served by Baby Bells, including Atlanta-based BellSouth.

AT&T, which controls the lion's share of the nation's long-distance business, has filed applications to provide local phone service in all 50 states. Company plans call for entering the markets as soon as summer.

In Georgia, AT&T must first get permission from the state Public Service Commission, then must negotiate with BellSouth on the price of making connections to its network.

'We don't have total control of the timetable, so we don't want to put up billboards saying when we will provide local service,' said AT&T spokesman Bryant Steele.

In addition to Columbus, other cities affected in BellSouth's nine-state region are Charlotte and Durham, N.C.; Charleston, S.C.; Montgomery, Ala.; and Tampa and St. Petersburg, Fla.

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Access No: 9638105 ProQuest Business Dateline  
Title: Telecommunications company to install 21 miles of fiber optic cable in Jackson area  
Authors: Russell, Kelly  
Source: Mississippi Business Journal (MISS) Vol: 18 Iss: 10  
Date: Mar 4, 1996 p: 13 Type: Newspaper article  
Length: Long (774 words)  
Companies: Brooks Fiber Communications(Providence, RI, US) SIC: 4813  
Subjects: Telecommunications industry; Market entry; Competition; Fiber optics  
Geo Places: Jackson, MS, US (South Central States)  
Codes: 8330 (Broadcasting & telecommunications industry); 7000 (Marketing)

Copyright Mississippi Business Journal 1996

Article text:

Busily stringing 21 route miles of 100% fiber optic cable, Brooks Fiber Communications arrives in Jackson this quarter as yet another potential competitor for local phone service.

The St. Louis-based, privately-held local telecommunications company, now two years old, has established networks in 25 mid-sized cities throughout the United States and should reach No. 30 by year's end. Brooks' \$10 million investment in Jackson comes after many months of market research, and presents a worthwhile project because of the city's location and industry, said company president D. Craig Young.

'Jackson is the center of the state's oil and gas industry,' said Young. 'And Jackson has been very successful in attracting high-paying industrial operations, resulting in an attractive labor pool. It's the headquarter-city for an array of regional banks and insurance companies, as well as LDDS WorldCom.'

The company will install the 21-mile network in the form of two interconnected rings to service only businesses for now.

According to Wade Sandrell, Brooks Fiber director of corporate communications, the downtown ring will connect all of Jackson's long distance carriers, a BellSouth central office and many major commercial, governmental and educational institutions. The second ring travelling north to east will link two universities, five hospitals and many banks and other large businesses.

When completed in first quarter 1996 (tentative date), the network ring will cover 75-80% of the major businesses in Jackson and out-lying areas. Brooks Fiber will set up a Jackson office initially employing up to six people.

For now, the company will provide local telecommunications service, eagerly awaiting the day when Mississippi lawmakers embrace the Telecommunications Act or the federal government forces them to. Given the green light, Brooks Fiber will throw another \$10 million into Jackson with an AT&T 5ESS switch, allowing Brooks Fiber to provide local switch services and totally bypass the local telephone company.

'At that point our customer base broadens, and almost everyone is our customer, just like BellSouth,' said Sandrell.

Of the company's 25 customer cities, so far only a few states including California, Connecticut, Arizona, Massachusetts and Tennessee have opened up competition and allowed companies like Brooks Fiber to enter the market, he said.

'Very few people have initiated it (Telecommunications Act) yet, but as soon as Mississippi decides to allow us to do that, we've got a switch waiting,' Sandrell said.

But Brooks Fiber will confront a mighty competitor in BellSouth,



whose customers may have become too comfortable to switch carriers. And although BellSouth must adhere to several restrictions subject to FCC approval, the company could grow stronger when allowed to compete for long distance service in a few years.

In competing for customers, Sandrell maintains Brooks Fibers' 100% fiber optic network is of higher quality than the copper/fiber optics system used by BellSouth. Each customer building will have dual entrances for the network, and the architecture of the network ensures that if one end of the line is cut, the network will automatically reroute and the customer will not lose service.

'If the city has their backhoe out (beside the building), and they cut into (the line), then it will automatically reroute, and that building will not lose any communications, which is very important to companies.' In addition, fiber optics make it easier to add new services to a business, as opposed to copper-wire connections, says Young.

But Larry Johnson, BellSouth public affairs vice president, maintains that while fiber in the network makes it more diverse and efficient, his company's 'hybrid' network is able to transmit voice, data and video with all the speed and efficiency today's technology demands.

'Customers don't order technology in the ground, they order services,' said Johnson. 'Customers don't call and say, 'Give me a fiber optic service.' They call and ask for a service. Then you use your facilities to deliver the service.'

BellSouth has been installing fiber optic cable since the early 1980s, for a total of more than 83,000 miles of fiber now in use in Mississippi. This fiber has enabled BellSouth to put 'self healing' capabilities in many of its transmission routes, meaning that many cable cuts have little or no effect on communications, said Johnson. For the future, BellSouth's plans include alternate route diversity in major backbone 'feeder' routes that serve both home and offices, he said.

For some time now, BellSouth has had two large fiber rings in downtown Jackson with smaller fiber loops to and from specific business customers, and Brooks Fiber is laying fiber to compete with the company for business customers, said Johnson.

'We are not surprised by this competition, and we welcome it, because we believe it is good for everyone, especially for customers.'

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Access No: 9621075 ProQuest Business Dateline  
Title: Brooks Fiber aiming to ring up Stockton phone clientele  
Authors: Larson, Mark  
Source: Business Journal-Sacramento (SAC) Vol: 12 Iss: 42  
Date: Jan 8, 1996 Sec: 1 p: 7 Type: Newspaper article  
Length: Medium (639 words)  
Companies: Brooks Fiber Communications(Providence, RI, US) SIC: 4813  
Electric Lightwave Inc(Vancouver, WA, US)  
DUNS: 17-858-5113 SIC: 8748; 4813  
Subjects: Telephone companies; Fiber optic communications; Market entry; Competition  
Geo Places: Stockton, CA, US (Pacific States)  
Codes: 8330 (Broadcasting & telecommunications industry); 7000

Brooks

## A M. REPORT

DATE: JUNE 17, 1998  
PAGE: 3

### COMPETITION

#### CAPs prepare for new markets

Two competitive access providers stepped up the competition late last week.

American Communications Services Inc. contracted with Lucent Technologies for switches to offer local service, and Brooks Fiber Properties added four new metropolitan areas to its expanding service.

ACSI, a CAP with 15 mid-sized markets in the South and Southwest, signed a multi-million-dollar, three-year deal with Lucent to buy at least eight 5ESS-2000 central office switches. The deal will allow ACSI to offer switched local service pending final regulatory and interconnection agreements.

Brooks Fiber added Albuquerque, N.M., Tucson, Ariz., and Bakersfield and Fresno, Calif., to its service base of 14 existing metro areas, plus eight areas under construction. All of its networks use Sonet ring technology.

Brooks will use Lucent's 5ESS-2000 switch in each new city for local switched service and frame relay. Brooks will also add asynchronous transfer mode switches for large data transport.

The four new metropolitan additions are part of Brooks' plan to form a presence in 30 cities by the end of the year and in 50 cities by the end of 1998.

Beth Snyder

### INTERNET

#### ISP trials DSL access to the Internet

As service providers continue to search for the best technologies to access the Internet, UUNet Canada, an Internet service provider, is trying its hand at a digital subscriber line product and service trial.

UUNet Canada, a division of UUNet Technologies, a Fairfax, Va.-based Internet service provider, is believed to be the first ISP to roll out a DSL trial. "We are a leading-edge Internet service provider in Canada, and we believe this is a good opportunity to stay on the leading edge," said a spokesman at UUNet Canada in Toronto.

UUNet plans to roll out its DSL trial to a single commercial company, eventually supporting up to 400 DSL users at that corporate site. Users will be added to the trial DSL network in increments of 15 to 20, the spokesman said.

DSL access to the Internet will allow UUNet to offer its customers 1.544 Mb/s dial-up support over traditional copper wiring. Today, users are limited to analog modems that support 28.8 kb/s transmission rates and ISDN

that offers up to 128 kb/s transmission rates. DSL technology, including HDSL, ADSL and SDSL, also competes with cable modems looming in the background.

UUNet will use Westell's FlexCap modem racks and the FlexCap PC card modems that Westell also announced last week.

The FlexCap PC card will let desktop users access DSL services from their terminals using an internal PC modem card, said Marc Zions, vice president and general manager of DSL systems sales and marketing at Westell.

Media Light, a Toronto-based software and network solutions company, worked closely with UUNet and Westell to design the upcoming trial network and product deployment. Westell is using authentication and communications software from Media Light in its FlexCap PC cards.

Westell's FlexCap PC card is slated for availability at the end of this year. Pricing has yet to be announced.

Denise Pappalardo

### REGULATORY

#### Hundt questions interconnection deals

Interconnection agreements with small competitors like Jones Interchange or MFS may not be enough to get a Bell regional holding company into the long-distance market, Federal Communications Commission Chairman Reed Hundt said last week.

"The only significant interconnection arrangement is one between AT&T or MCI and one of the Bells that covers all points of the checklist, and we haven't seen one yet," he said.

Hundt's comments sparked

an angry response from United States Telephone Association President and Chief Executive Officer Roy Neel, who said the remark "diminishes the significance" of recently signed interconnection agreements.

"Surely the Chairman does not believe that AT&T and MCI should be preordained as the only companies capable of delivering competition," Neel said in a prepared statement.

However, interconnection negotiations between the two large interexchange carriers

and RHCs have not been going smoothly. AT&T asked regulators in eight western states to mediate or participate in interconnection talks with U S West, while both MCI and Ameritech have asked regulators in the Midwest to mediate interconnection discussions.

Shira McCarthy

### BRIEFLY

• Cox Communications has installed a CBIS CableMaster 2000 subscriber management and billing solution in its systems in Orange County, Calif., and Newport News, Va.

• Qualcomm has granted a license to Grayson Electronics to manufacture and sell test equipment based on code division multiple access technology. Grayson manufactures range extension and wireless measurement products for the site survey and frequency clearing stages of wireless system deployment.

• Cellular Technical Services has been granted a contract to deploy its Blackbird platform and PreTect fraud prevention application in GTE MobileNet's San Francisco market. PreTect uses RF fingerprinting technology to distinguish between legitimate and fraudulent users.

**CROSSTALK**  
*This week's insider chatter*

**ON-LINE**

**Cyber-rights**  
A panel of federal judges declares portions of the Communications Decency Act unconstitutional, establishing the Internet as a forum for free speech and putting a new electronic slant on an old amendment.

**Watch the skies**  
GPS systems—like those Hewlett-Packard plans to unveil at Supercomm—are dropping in price, making it possible to place accurate timing devices throughout the public network.

**OFF-LINE**

**Insult upon insult**  
As "The Cable Guy" establishes a new symbol for the cable TV industry's weakness in customer service, Columbia Pictures runs a sweepstakes to promote the film. The winner gets a digital satellite TV system.

**Ring of truth?**  
Scott Adams' Dilbert corps, never huge fans of corporate marketing, tweak a familiar new logo. Don't say the same questions haven't crossed your mind, too.

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SUBJECT: MCIMETRO EXERCISES OPTION TO CONVERT JOINT VENTURE INTERESTS INTO  
BROOKS FIBER COMMON STOCK EXPRESSES CONFIDENCE IN COMPANY'S  
OPPORTUNITIES UNDER DEREGULATION

SOURCE: PR Newswire via Fulfillment by INDIVIDUAL, Inc.

DATE: October 22, 1996

INDEX: [1]

ORDER NO: 104394#

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ST. LOUIS, Oct. 22 /PRNewswire/ via Individual Inc. -- Brooks Fiber Properties, Inc. (Nasdaq: BFPT), a nationwide competitive local telecommunications services company, announced today that MCI Communications, Inc. (Nasdaq: MCIC), through its local services subsidiary, MCImetro Access Transmission Services, Inc., has exercised its option to convert its ownership interest in Brooks Fiber's Sacramento and San Jose markets into Common Stock of Brooks Fiber Properties, Inc. This brings MCImetro's total investment in Brooks to approximately 3.2% of its outstanding shares. Brooks is MCImetro's preferred provider of local access services in 17 of Brooks Fiber's markets.

"We believe this transaction demonstrates the confidence MCI has in our Company's ability to successfully pursue the tremendous opportunities that competition is bringing to the local loop," said James C. Allen, Chief Executive Officer of Brooks Fiber. He added, "To have this level of

involvement with one of the most successful and entrepreneurial organizations in the competitive telecommunications industry is very gratifying."

"The agreement with Brooks Fiber supports our stated local strategy of expanding MCI's local presence through four vehicles: building our own networks, leasing facilities, reselling local service, and partnering to build and lease," said Nate Davis, MCI Senior Vice President for local markets.

Brooks Fiber currently has 30 networks in 16 states in operation or under construction and plans to have 50 networks in operation by 1998.

Brooks Fiber Properties, Inc., headquartered in St. Louis, Missouri, is a leading full service provider of competitive local telecommunications services in medium sized cities across the United States. With networks operational or under development in 30 U.S. cities, the company provides its customers with the most advanced and reliable high-capacity voice, video, data and other enhanced services on the market. Brooks Fiber Properties currently operates networks in Springfield, Massachusetts; Providence, Rhode Island; Hartford, Connecticut; Grand Rapids and Lansing, Michigan; Oklahoma City and Tulsa, Oklahoma; Little Rock, Arkansas; Sacramento, San Jose, Sunnyvale, Milpitas, Palo Alto, Santa Clara, Stockton, Fresno, Bakersfield and the San Francisco Bay area of California; Tucson, Arizona; Albuquerque, New Mexico; Knoxville, Tennessee; and Jackson, Mississippi. The company has networks under construction in Kansas City and Springfield, Missouri; Ann Arbor, Michigan; Toledo, Ohio; San Mateo, California; Reno, Nevada; White Plains, New York and Stamford, Connecticut.

You can now receive fax copies of recent Brooks Fiber news releases 24 hours a day by calling 1-800-768-5804 and enter 102207 or visit Brooks Fiber on the Internet at [www.Brooks.net](http://www.Brooks.net).

SOURCE Brooks Fiber Properties, Inc.

/CONTACT: Waymon Tipton, Senior Vice President of Brooks Fiber Properties, 800-799-8914, ext. 313/ (BFPT MCIC)

[10-22-96 at 15:53 EDT, PR Newswire, File: p1022155.301]

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=====[The End - FIRST! FULFILLMENT SERVICE]=====

# Company News On Call



## MCIMETRO MAKES ADDITIONAL INVESTMENT IN BROOKS FIBER; NAMES BROOKS FIBER 'PREFERRED PROVIDER' IN 17 MARKETS

ST. LOUIS, July 9 /PRNewswire/ -- Brooks Fiber Properties, Inc. (Nasdaq: BFPT), a competitive local telecommunications services company, and MCImetro Access Transmission Services, Inc., the local subsidiary of MCI Communications, Inc. (Nasdaq: MCIC) jointly announced today that MCImetro has made an additional investment in cash in subsidiaries of Brooks Fiber with the option of converting this investment into common stock of Brooks Fiber, and that MCImetro has expanded its designation of Brooks Fiber as MCImetro's preferred provider of telecommunications services to 17 of Brooks' 26 markets, an increase of 13 markets.

This five year agreement unites two major telecommunications companies in providing telecommunication services in those markets. MCImetro's additional investment preserves its existing interest in networks in the San Jose, Milpitas, Palo Alto, Sunnyvale and Santa Clara, California markets. These networks are managed by a "Silicon Valley" joint venture company established between the two companies in 1995; Brooks Fiber previously had preferred provider status with MCImetro in these networks. This agreement also provides MCImetro with a minority stake in Brooks Fiber's Sacramento, California network. The invested funds will be used to expand the coverage of these new markets into new business areas and to expand the range of services provided to MCImetro.

The preferred provider agreement will significantly increase the usage of Brooks Fiber's local telecommunications networks. The 17 markets covered by this agreement span the country from California to Massachusetts and in these markets, Brooks Fiber's networks will be the provider of choice for MCI for local access services. Brooks Fiber will continue to provide communication services to other long distance companies in all of its networks.

James C. Allen, chief executive officer of Brooks Fiber Properties, said, "This announcement reflects the growing relationship between the Brooks and MCI organizations. It is one of the first investments by a major global communications provider in a competitive local telecommunications company that could result in an equity position in common stock of the parent company and the first preferred vendor agreement between MCI and a competitive local exchange company."

"We believe our preferred provider status will significantly increase the usage of Brooks Fiber's networks. The superiority of our performance, maintenance and network monitoring capabilities are key to this relationship with MCImetro. As with all of our customers, we are providing MCImetro with communication solutions that deliver significant savings from published incumbent monopoly rates."

"MCI views this arrangement as a key element of its local service strategy to lower its access costs and extend its local network reach," said Nate Davis, chief operating officer and senior vice president of MCI Network Operations. "This agreement represents one of four ways MCI intends to reach customers -- building our own networks, leasing facilities, reselling local services and partnering to build and lease."

Brooks Fiber currently has 26 networks operating or under construction and plans to have 30 networks by the end of 1996, and 50 by the end of 1998.

Brooks Fiber Properties, Inc., headquartered in St. Louis, Missouri, is a leading full service provider of competitive local telecommunications services in medium-sized cities across the United States. With networks operational or under construction in 26 U.S. cities, the company provides its customers state-of-the-art reliable high-capacity voice, video, data and other enhanced services. Brooks Fiber Properties currently operates fiber optic networks in Springfield, Massachusetts; Providence, Rhode Island; Hartford, Connecticut; Grand Rapids and Lansing, Michigan; Oklahoma City and Tulsa, Oklahoma; Little Rock, Arkansas; San Francisco, Sacramento, San Jose, Sunnyvale, Santa Clara, Stockton, Fresno and Bakersfield, California; Tucson, Arizona; and Albuquerque, New Mexico. The company has networks under construction in Kansas City, Missouri; Ann Arbor, Michigan; Toledo, Ohio; Knoxville, Tennessee; Jackson, Mississippi; Milpitas, Palo Alto, California; and Reno, Nevada.

***CONTACT: Wade Sandrell of Brooks Fiber Properties, 800-799-8914, ext. 338***

# **TCG**

## **GENERAL**

Detroit Area Fiber Map (source: >><http://www.tcg.com><<

## **ADS**

TCG Business Service brochure

## **WWW.TCG.COM**

List of TCG services

SONET Services

## **MISC. REPORTS AND NEWS ARTICLES**

1996 Faulkner Report

Misc. news articles regarding BT/MCI and MCI's local service activities.

TCG Presentation, May 1995

# **TCG**

## **GENERAL**

Detroit Area Fiber Map (source: >><http://www.tcg.com><<

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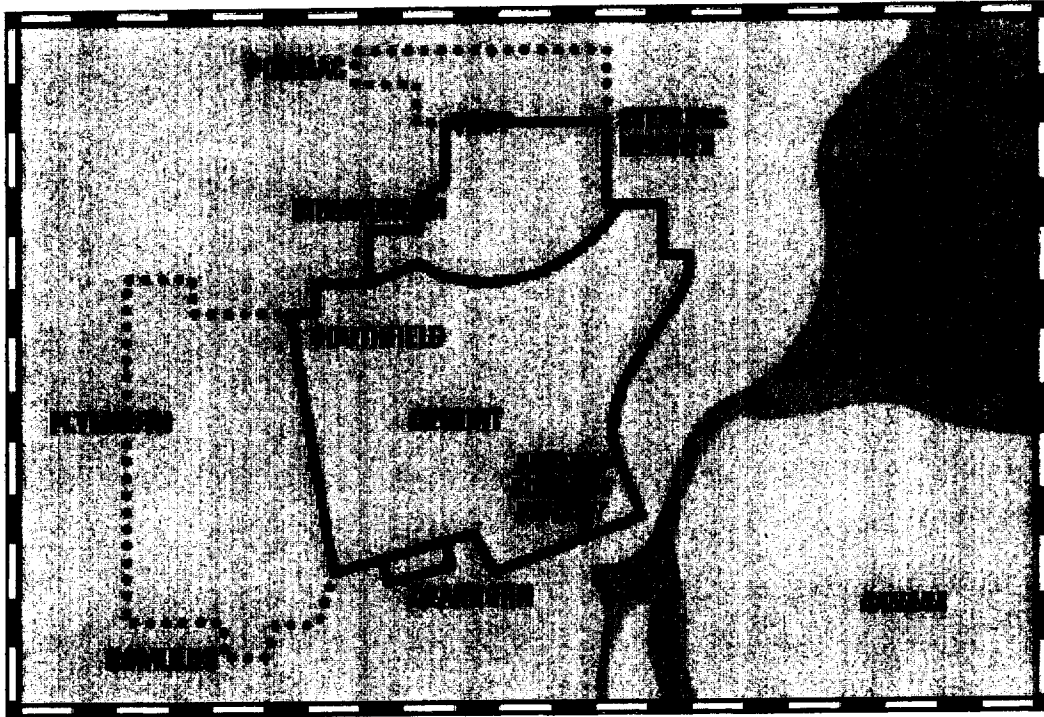
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>> source: [www.tcg.com](http://www.tcg.com) <<